The PUBLISHERS' WEEKLY

THE AMERICAN BOOKTRADE JOURNAL

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Working the Personal Touch

The Junior Clerk Learns of Lists

Carl H. Claudy

"WILL you mail these for me when you go out to lunch?" The Old Bookseller handed the Junior Clerk a packet of letters.

The Junior Clerk took them. When he returned from lunch he sought the Old Bookseller.

"I mailed the letters" he stated. "There were seventy-three of them. They were all addressed to 'Master' so and so. What's the idea?"

"Those letters to boys? Why, they were letters to lads on the subscription list, advising them of some new books for boys."

"What's the subscription list?"

"We take in a certain number of subscriptions for *Youth's Companion, American Boy, Boys' Life, St. Nicholas,* and so on. Parents subscribe for their children, you know. The office keeps the names of all such, with the addresses, in a special card file. It's a very valuable list, as long as it is kept up to date and not allowed to run to seed."

"I suppose I am stupid, but I don't understand."

"Why, names of boys and girls who read boys' and girls' periodicals, are names of children who read!" exclaimed the Old Bookseller, impatiently. "A child who reads is the readingest kind of reader! Most parents with reading children like to foster the habit. So when I get in some good books for boys and girls, I write a letter about them, to the list. I get anywhere from ten to thirty orders out of such letters, if I don't send them too often."

"But why don't you write to the parents? They are the ones who have the money!" objected the Junior Clerk.

"Psychology again!" answered the Old Bookseller. "The parent is apt to say 'well, Johnny has enough books' or 'Mary better put her mind on her school work right now.' That, of course, is sales resistance; Mr. and Mrs. Parent are rationalizing about not wanting to spend money for books! But when I appeal to the boy or girl, they don't rationalize! They want the book. And they just get after father or mother or both until the book is forthcoming! Of those seventy-three letters, not one in twenty would produce an order if addressed to the father. But addressed to the boy or girl, I am certain of one in ten, and have a good chance for even better."

"But does that pay?" asked the Junior Clerk. "What does it cost to get out a letter like that?"

"Counting postage and stationery and time about six cents a letter," was the answer. "That's $4.38 for the batch you mailed."

"But then, if you sell one in ten, you won't much more than break even!"

"Suppose I don't. You can't expect to make a profit all the time," answered the

Old Bookseller, composedly. "I am not in business for today, only. The boy and girl of today are the man and woman of tomorrow. The habits of youth are hard to break. Get the children to feeling that the bookstore where father and mother buy books is interested in them; get them to looking to that bookstore for all their books and magazines, and they can't be dragged away from you when they get big enough to want to go out and buy their own books and magazines for themselves."

"I never thought of that."

"No, that's why you are a Junior Clerk!" responded the Old Bookseller.

"But do all bookstores keep lists, and write letters?"

"How can I tell what all bookstores do?" countered the Old Bookseller. "I suppose there are many which do not. But you can't sell anything by hiding the fact that you have it. If you have something to sell, you must let people know that you possess it. You can, of course, advertise in the newspapers. But the book buying proportion of the circulation of the average newspaper is small. You pay for a great deal of waste circulation, unless, of course, it is a book of intense national interest; a book that every one wants to read, in which case you probably won't have to advertise it at all. I have a large number of lists, and I use them all the time.

"What other lists have you?"

"Well, the Religious List is about as big as any. In spite of the tendency of the day, and the fact that every periodical is sighing and moaning over the fact that morally we are going to the dogs and that the old time religion is no more, as a matter of fact there are a great many people who are intensely interested in religious books. I don't mean propaganda books, necessarily, but such works as Sir William Frazer's *Golden Bough,* in one volume, and his *Folk Lore in the Old Testament;* books like *My Idea of God* edited by Newton and Brown's *This Believing World.* I keep a special list of these customers and any book which seems to fit their interests is made the subject of a letter or a postal card. You'd be surprised what a response I get.

"Then there is the popular science list. There are many people who take a more and more intelligent interest in the work of scientists, as scientists learn more and more how to write of their work for the popular mind. Twenty years ago the only science published was in textbooks. Today there is a book about science, written for the layman, for every textbook published. People want to know about Einstein and how the mind works.

"I have a poetry list, of course. It's small, and rather select, and I don't always have in stock every book I write about. But a poetry lover loves his verse even as the hash-heesh victim loves his dope! The percentage of orders to letters is higher in the poetry list than on any other except one."

"Which is?"

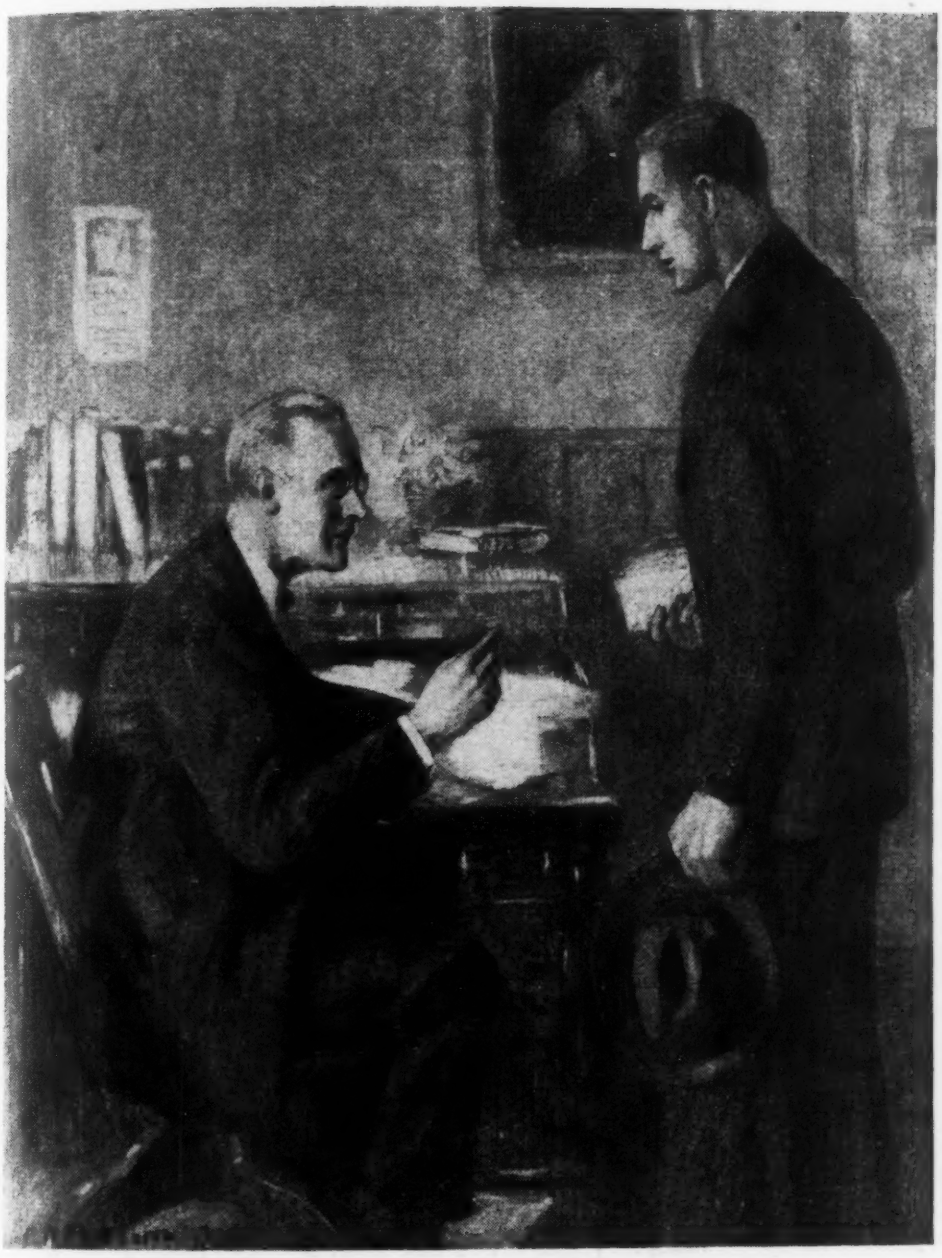
"The mystery list!" The Old Bookseller chuckled. "I don't suppose there is a harmless passion in all this world . . . not even that which has as its object pigs feet and saur kraut . . . which takes hold of its devotees with such relentless grip as the hopeless passion for the perfect mystery story.

"I sometimes think that all people are criminals at heart and that the only way they can satisfy their desire is to read about how the other fellow committed the murder, or made off with the gems, or managed the abduction and got the reward. There is no dividing up mystery tale lovers; they are the high, the low, the educated, the ignorant, the young, the old, the rich and the poor. And when you have a real died-in-the-wool mystery-tale-fan, you can always get an order out of him by a letter about a new mystery tale, provided you don't fool him!

"But you have to beware. If you tell him you have the unsolvable mystery, and he buys it and gets the solution before he has read half thru the book, he'll never forgive you or believe you again! It's much safer to tell him the truth. He'll forgive you if you don't blurb, even if he isn't pleased."

"You said something else I didn't understand . . . about not letting the boys and girls list run to seed" put in the Clerk.

"No list must be allowed to go to seed," answered the Old Bookseller. "The important thing about a list is that it be alive. A dead one is of no more use than any other corpse. Johnny is fourteen today . . . he'll be eighteen in four years. The



"One of the ways to get people interested in this particular store is to spend money on letters every day"

story of the full back who won the great game, or the Indian hunter who walked alone thru darkest Africa and came out with buried treasure after being made chief of the savage tribe, will intrigue him now, but not then. Miss Twelve Year Old is a fan for books about girl's schools now, but when she is sixteen and cutting off her hair and putting on shorter skirts and growing up, she's beginning to think she's a blasé young lady and 'beyond' the Louisa Alcott stage. I try to get ages on my cards . . . if not, I never keep a card more than two years if it produces no orders.

"There are a lot of people in this city, and while not one in ten reads books, they form a greater number of customers than I have or ever expect to have. But I am going to get all I can of them interested in this particular store and one of the ways to do it is to spend money on letters every day. I can afford to spend nine hundred dollars a year in direct advertising, and I'll still feel that I can afford it if it only pays for itself and no more. As a matter of fact it pays very well for itself, and shows a very nice little profit on the time, effort and expense. But the big profit is in the future."

"Almost thou dost persuade me to continue here and become a bookseller," smiled the Junior Clerk.

"Almost am I persuaded to continue to keep you here to see if you can!" retorted the Old Bookseller.

200 Books by American Authors

General Federation of Women's Clubs Sponsors Contest Scribner's Magazine Offers Prizes for Best List

First Prize Is Awarded to Harriet C. Long of the Wisconsin Library Commission

IN order to encourage interest in the creative work of America, the Fine Arts Department of the General Federation of Women's Clubs suggested thru the Club Corner of *Scribner's Magazine* the plan of a contest in the field of the fine arts, and *Scribner's* cooperated by backing the plan with $1,000 in prizes.

In the field of Literature, the prizes were for the best list of 200 books written by American authors and published in America. Compilations and translations by Americans to be eligible. The prizes were awarded by May Lamberton Becker of the Reader's Guide of the *Saturday Review of Literature*. The first prize, $300, went to Harriet C. Long, head of the Department of Traveling Libraries and Study Clubs for the Wisconsin Free Library Commission; the second prize, $100, to Sara E. Cartwell, Springfield, Ohio, and other prizes and honorable mentions to Alice E. Gipson, St. Charles, Mo.; Fanny Goldstein, Boston Public Library; Mrs. J. D. Long, Davis, Calif.; Mrs. Marion Barlow, Detroit; Mrs. Wm. Griswold Smith, Evanston; Mrs. H. G. Doering, Detroit; Anna G. Brewster, Northampton.

In the field of Music, prizes were awarded for the best list of 100 records for phonograph or piano, the music of which is composed by Americans.

In the field of Art, prizes were awarded for the best essay, not exceeding 4,000 words, on "America's Distinctive Contribution to Painting and Sculpture."

The Prize List of 200 Books by American Authors, Prepared by Harriet C. Long

[*The list is printed by permission from the May issue of "Scribner's Magazine" and reprints in quantity from this type may be had by bookstores, libraries or clubs at $1.50 per hundred.*]

SOME FASCINATING BIOGRAPHIES

Abbott, Charles D. "Howard Pyle." 1925. *Harper*. $5.
Adams, Henry. "Education of Henry Adams." 1918. *Houghton*. $6.
Addams, Jane. "Twenty Years at Hull House." 1912. *Macmillan*. $2.50.
Bradford, Gamaliel. "American Portraits." 1922. *Houghton*. $3.50.
De Kruif, Paul Henry. "Microbe Hunters." 1926. *Harcourt*. $3.50.
Egan, Maurice Francis. "Everybody's St. Francis." 1912. *Century*. $3.50.
Franklin, Benjamin. "Autobiography." 1916. *Holt*. $2.
Garland, Hamlin. "Son of the Middle Border." 1917. *Macmillan*. $2.50.
Greenslet, Ferris. "Life of Aldrich." 1908. *Houghton*. $5.
Hale, Susan. "Letters." 1919. *Jones*. $4.
Hendrick, Burton J. "Life and Letters of Page." 2 vols. in 1. 1922. *Doubleday*. $5.
Jefferson, Joseph. "Autobiography." 1897. *Century*. $5.
Keller, Helen. "Story of My Life." 1914. *Doubleday*. $2.
Pupin, Michael. "From Immigrant to Inventor." 1923. *Scribner*. $4.
Roosevelt, Theodore. "Letters to His Children." 1919. *Scribner*. $2.90.

SANDBURG, CARL. "Abraham Lincoln, the Prairie Years." 1926. 2 vols. *Harcourt.* $10.
THAYER, WILLIAM ROSCOE. "Life and Letters of Hay." 2 vols. 1915. *Houghton.* $7.50.
WASHINGTON, BOOKER T. "Up from Slavery." 1915. *Doubleday.* $2.
WIGGIN, MRS. KATE DOUGLAS. "My Garden of Memory." 1923. *Houghton.* $5.
YOUNG, SAMUEL HALL. "Alaska Days with John Muir." 1915. *Revell.* $1.50. (To get the spirit of Muir, since I could not prove his citizenship.)

HISTORY

ADAMS, JAMES T. "Founding of New England." 1921. *Atlantic.* $5.
BOWERS, CLAUDE G. "Jefferson and Hamilton." 1926. *Houghton.* $5.
BREASTED, JAMES H. "Conquest of Civilization." 1926. *Harper.* $5.
DAVIS, WILLIAM STEARNS. "Life on a Mediæval Barony." 1923. *Harper.* $3.50.
PARKMAN, FRANCIS. "Pioneers of France in the New World." 1922. *Little.* $2.
PAXSON, FREDERIC L. "History of the American Frontier." 1925. *Houghton.* $5.
ROBINSON, JAMES HARVEY. "Ordeal of Civilization." 1926. *Harper.* $5.
Riverside History of the United States. 4 vols. *Houghton.* $2 each.
Vol. 1—BECKER, C. L. "Beginnings of the American People."
Vol. 2—JOHNSON, ALLEN. "Union and Democracy."
Vol. 3—DODD, W. E. "Expansion and Conflict."
Vol. 4—PAXSON, F. L. "The New Nation."
SHOWERMAN, GRANT. "Eternal Rome." 1925. *Yale.* $6.

TRAVELS OVER THE WORLD

ANDREWS, ROY CHAPMAN. "On the Trail of Ancient Man." 1926. *Putnam.* $6.
BEEBE, CHARLES WILLIAM. "Arcturus Adventure." 1926. *Putnam.* $6.
BROOKS, CHARLES STEPHEN. "Thread of English Road." 1924. *Harcourt.* $3.
CLEMENS, SAMUEL LANGHORNE. "Life on the Mississippi." 1903. *Harper.* $3.
DANA, RICHARD HENRY. "Two Years Before the Mast." *Houghton.* $2.
EDWARDS, GEORGE WHARTON. "London." 1922. *Penn.* $7.50.
FRANCK, HARRY A. "Vagabond Journey." 1910. *Century.* $5.
FARIS, JOHN THOMSON. "Seeing the Eastern States." 1922. *Lippincott.* $5.
HORNADAY, WILLIAM T. "Campfires on Desert and Lava." 1908. *Scribner.* $5.
HOWELLS, WILLIAM DEAN. "Italian Journeys." *Houghton.* $5.
IRVING, WASHINGTON. "The Alhambra." *Macmillan.* $2.
JAMES, HENRY. "Little Tour in France." 1900. *Houghton.* $5.
KENT, ROCKWELL. "Voyaging." 1924. *Putnam.* $7.50.
LUMMIS, CHARLES FLETCHER. "Mesa Cañon, and Pueblo." 1925. *Century.* $4.50.
PARKMAN, FRANCIS. "Oregon Trail." 1909. *Little, Brown.* $3.
QUINN, VERNON. "Beautiful America." 1923. *Stokes.* $4.
VAN DYKE, HENRY. "Out-of-Doors in the Holy Land." 1911. *Scribner.* $2.
WOODBERRY, GEORGE E. "North Africa and the Desert." 1914. *Scribner.* $2.

NOVELS, NEW AND OLD

CABELL, JAMES BRANCH. "Cream of the Jest." *McBride.* $2.50.
CABLE, GEORGE W. "Old Creole Days." *Scribner.* $2.
CANFIELD, DOROTHY. "Hillsboro People." *Holt.* $2.
CATHER, WILLA. "My Antonia." *Houghton.* $2.50.
CHURCHILL, WINSTON. "The Crisis." *Macmillan.* $2.50.
CODY, SHERWIN. "World's Greatest Short Stories." *McClurg.* $1.50.
CRANE, STEPHEN. "Red Badge of Courage." *Appleton.* $2.50.
DREISER, THEODORE. "Sister Carrie." *Liveright.* $2.50.
FREEMAN, MRS. MARY E. (WILKINS). "New England Nun, and other stories." *Harper.* $2.

GALE, ZONA. "Birth." *Macmillan.* $1.75.
HARTE, BRET. "Luck of Roaring Camp, and other tales." *Houghton.* $2.
HAWTHORNE, NATHANIEL. "Scarlet Letter." *Houghton.* $2.50.
HOUGH, EMERSON. "The Covered Wagon." *Appleton.* $2.
HOWELLS, WILLIAM DEAN. "Rise of Silas Lapham." *Houghton.* $2.
HENRY, O. "Four Million." *Doubleday.* $2.
HERGESHEIMER, JOSEPH. "Java Head." *Knopf.* $2.50.
JAMES, HENRY. "Daisy Miller." *Houghton.* $2.50.
LONDON, JACK. "Call of the Wild." *Macmillan.* $1.75.
MELVILLE, HERMAN. "Moby Dick." *Dodd.* $3.50.
MITCHELL, SILAS WEIR. "Hugh Wynne." *Century.* $2.
PAGE, THOMAS NELSON. "Old Gentleman of the Black Stock." *Scribner.* $1.75.
POE, EDGAR ALLAN. "Tales." *Century.* $1.75.
POOLE, ERNEST. "The Harbor." *Macmillan.* $2.
ROBERTS, ELIZABETH MADOX. "The Time of Man." *Viking.* $2.50.
SHEPHARD, ESTHER. "Paul Bunyan." *Harcourt.* $2.
SMITH, FRANCIS HOPKINSON. "Peter." *Scribner.* $2.
TARKINGTON, BOOTH. "Penrod." *Doubleday.* $2.
WESTCOTT, EDWARD NOYES. "David Harum." *Appleton.* $3.
WHARTON, EDITH. "Ethan Frome." *Scribner.* $1.75.
WISTER, OWEN. "The Virginian." *Macmillan.* $2.50.

FROM OUR ROMANTIC PAST

GAYLEY, CHARLES M. "Classic Myths." 1911. *Ginn.* $1.92.
GUERBER, HELENE ADELINE.
"Book of the Epic." 1913. *Lippincott.* $2.50.
"Legends of the Middle Ages." 1896. *Amer. Bk. Co.* $2.
HOWE, GEORGE, and HARPER, G. A.
"Greek Literature in Translation." 1924. *Harper.* $3.50.
"Roman Literature in Translation." 1924. *Harper.* $3.50.
LONGFELLOW, H. W. "Dante's Divine Comedy." 1895. *Houghton.* $3.
PALMER, G. H. "Homer's Odyssey." 1895. *Houghton.* $2.

OF BOOKS AND AUTHORS

BROWNELL, W. C. "American Prose Masters." 1923. *Scribner.* $2.
FOERSTER, NORMAN (Ed.). "American Poetry and Prose." 1925. *Houghton.* $4.
FRENCH, JOSEPH L. (Ed). "Sixty Years of American Humor." 1924. *Little.* $2.50.
MACY, JOHN A. "Story of the World's Literature." 1925. *Liveright.* $5.
PANCOAST, H. S. (Ed.). "English Prose and Verse from Beowulf to Stevenson." 1915. *Holt.* $3.
SMITH, C. A. "What Can Literature Do for Me." 1924. *Doubleday.* $2.
VAN DOREN, CARL and MARK. "American and British Literature Since 1890." 1925. *Century.* $2.50.

ESSAYS WITH CHARM

BURROUGHS, JOHN. "Birds and Poets." 1891. *Houghton.* $2.
CROTHERS, SAMUEL MCC. "Among Friends." 1910. *Houghton.* $1.75
EMERSON, RALPH WALDO. "Essays." 1926. *Crowell.* $1.75.
HOLMES, OLIVER WENDELL. "Autocrat of the Breakfast Table." 1892. *Houghton.* $2.50.
IRVING, WASHINGTON. "Sketch-book." *Putnam.* $2.25.
MORLEY, CHRISTOPHER. "Fourty-four Essays." 1925. *Harcourt.* $1.
NEWTON, A. EDWARD. "Amenities of Book Collecting." 1918. *Atlantic.* $4.
PERRY, BLISS. "Praise of Folly." 1923. *Houghton.* $2.
REPPLIER, AGNES. "Compromises." 1904. *Houghton.* $2.
SHERMAN, STUART. "Points of View." 1924. *Scribner.* $2.
THOREAU, HENRY DAVID. "Walden." *Houghton.* $2.50.
WARNER, FRANCES L. "Life's Minor Collisions." 1921. *Houghton.* $1.50.

POETRY

EASTMAN, MAX. "Enjoyment of Poetry." 1923. *Scribner.* $2.
FROST, ROBERT. "Selected Poems." 1923. *Holt.* $2.
MASTERS, EDGAR LEE. "Spoon River Anthology." 1924. *Macmillan.* $2.25.
NEIHARDT, JOHN G. "Song of Hugh Glass." 1919. *Macmillan.* $1.50.
PAGE, CURTIS HIDDEN (Ed.) "The Chief American Poets." *Houghton.* $3.
RITTENHOUSE, JESSIE (Ed.). "Little Book of Modern Verse." 1913. *Houghton.* $1.50.
ROBINSON, EDWIN ARLINGTON. "Collected Poems." 1924. *Macmillan.* $3.
STEVENSON, BURTON E. (Ed.). "Home Book of Verse, American and English." 1826. *Holt.* $15.
UNTERMEYER, LOUIS (Ed.). "Modern American and British Poetry." 1923. *Harcourt.* $1.20.
WILKINSON, MARGUERITE O. "New Voices." 1921. *Macmillan.* $2.25.
WHITMAN, WALT. "Leaves of Grass." 1924. *Doubleday.* $3.

THEATER AND DRAMA

DICKINSON, THOMAS H. "Chief Contemporary Dramatists." 2 vols. *Houghton.* $5 each.
MATTHEWS, J. BRANDER (Ed.). "Chief European Dramatists." 1916. *Houghton.* $4.
MOSES, MONTROSE J. "American Dramatist." 1925. *Little.* $3.50.
QUINN, ARTHUR HOBSON (Ed.). "Representative American Plays." 1923. *Century.* $4.
SAYLER, OLIVER. "Our American Theater." 1923. *Brentano.* $3.50.
SHAY, FRANK, and LOVING, PIERRE (Ed.). "Fifty Contemporary One-Act Plays." 1920. *Appleton.* $5.

ART

ADAMS, HENRY. "Mont-Saint Michel and Chartres." 1913. *Houghton.* $7.50.
BRYANT, LORINDA. "American Pictures and Their Painters." 1917. *Dodd.* $5.
CORTISSOZ, ROYAL. "Art and Common Sense." 1913. *Scribner.* $2.
DYER, WALTER A. "Lure of the Antique." 1910. *Century.* $4.
GARDNER, HELEN. "Art Through the Ages." 1926. *Harcourt.* $4.
HAMLIN, T. F. "Enjoyment of Architecture." 1921. *Scribner.* $3.
LEWIS, GEORGE G. "Practical Book of Oriental Rugs." 1920. *Lippincott.* $10.
NEUHAUS, EUGEN. "Appreciation of Art." 1924. *Ginn.* $3.
PENNELL, JOSEPH. "Etchers and Etching." 1925. *Macmillan.* $10.
POWERS, HARRY HUNTINGTON. "Message of Greek Art." 1925. *Macmillan.* $3.
TAFT, LORADO. "History of American Sculpture." 1925. *Macmillan.* $7.
VAN DYKE, JOHN C. "History of Painting." 1915. *Longmans, Green.* $2.

MUSIC

BAUER, MARION, and PEYSER, E. R. "How Music Grew." 1925. *Putnam.* $4.50.
ELSON, LOUIS C. "History of American Music." 1925. *Macmillan.* $6.
DICKINSON, EDWARD. "Spirit of Music." 1925. *Scribner.* $2.
KOBBE, GUSTAV. "Complete Opera Book." 1922. *Putnam.* $6.
MASON, DANIEL GREGORY. "Orchestral Instruments." 1909. *Gray.* $1.50.

SCIENCE

COPELAND, ROYAL S. "Health Book." 1924. *Harcourt.* $2.
KELLOGG, VERNON L. "Evolution." 1924. *Appleton.* $1.75.
OSBORN, HENRY F. "Men of the Old Stone Age." 1919. *Scribner.* $5.
SEDGWICK, W. T., and TYLER, H. W. "Short History of Science." 1917. *Macmillan.* $3.
SLOSSON, E. E. "Creative Chemistry." 1921. *Century.* $3.

THE WORLD ABOUT US

BAILEY, LIBERTY H. "Manual of Gardening." 1925. *Macmillan.* $3.
COMSTOCK, ANNA. "The Pet Book." 1914. *Comstock.* $3.50.

HENDERSON, JUNIUS. "Geology in Its Relation to Landscape." *Stratford.* $2.50.
HOLLAND, W. J. "Butterfly Book." 1914. *Doubleday.* $5.
HORNADAY, W. T. "American Natural History." *Scribner.* $5.
KEPHART, HORACE. "Camping and Woodcraft." 1921. *Macmillan.* $2.50.
MATHEWS, F. SCHUYLER.
"Field Book of Wild Flowers." 1912. *Putnam.* $3.50.
"Field Book of Trees and Shrubs." 1915. *Putnam.* $3.50.
"Field Book of Wild Birds and Their Music." 1921. *Putnam.* $3.50.
MCDOUGALL, W. B. "Mushrooms." 1925. *Houghton.* $3.
MILLS, ENOS A. "Watched by Wild Animals." 1922. *Doubleday.* $2.50.
PECK, CHARLES L. "Trees as Good Citizens." 1923. *American Tree Assoc.* $4.
ROOSEVELT, THEODORE. "Outdoor Pastimes of an American Hunter." *Scribner.* $3.
SERVISS, GARRETT P. "Astronomy with the Naked Eye." 1908. *Harper.* $3.
SHELTON, LOUISE. "Continuous Bloom in America." 1915. *Scribner.* $3.50.
SHARP, DALLAS LORE. "Face of the Fields." 1911. *Houghton.* $1.75.

PHILOSOPHY, RELIGION

CABOT, RICHARD CLARKE. "What Men Live By." 1914. *Houghton.* $2.50.
DURANT, W. J. "Story of Philosophy." 1926. *Simon & Schuster.* $5.
FOSDICK, HARRY EMERSON. "Modern Use of the Bible." 1924. *Macmillan.* $1.60.
KEEN, W. W. "I Believe in God and in Evolution." 1925. Lippincott. $1.25.
ROBINSON, JAMES HARVEY. "Mind in the Making." 1921. *Harper.* $2.50.
WOODWORTH, ROBERT S. "Psychology, a Study of Mental Life." 1923. *Holt.* $3.

BOOKS OF SPECIAL INTEREST

BURLIN, NATALIE (Ed.). "Indians' Book." 1923. *Harper.* $7.50.
LOCKE, ALAIN LE ROY (Ed.). "The New Negro." 1925. *Liveright.* $5.
MOWRER, PAUL SCOTT. "Our Foreign Affairs." 1924. *Dutton.* $3.50.
POST, EMILY PRICE. "Etiquette." 1924. *Funk.* $4.
POUND, ARTHUR. "Iron Man in Industry." 1922. *Atlantic.* $1.75.
ROSS, E. A. "The Social Trend." 1923. *Century.* $1.75.
WALKER, C. R. "Steel." 1922. *Atlantic.* $1.75.
YEOMANS, EDWARD. "Shackled Youth." 1921. *Atlantic.* $1.60.

THE CHILDREN'S CORNER

ALCOTT, LOUISA MAY. "Little Women." *Little, Brown.* $2.
ALDRICH, THOMAS BAILEY. "Story of a Bad Boy." *Houghton.* $2.
BURROUGHS, JOHN. "Squirrels and Other Fur-Bearers." 1900. *Houghton.* $1.75.
CLEMENS, SAMUEL L. "Huckleberry Finn." *Harper.* $2.25.
COOPER, J. FENIMORE. "Last of the Mohicans." *Scribner.* $2.50.
DE HUFF, ELIZABETH WILLIS. "Taytay's Tales." *Harcourt.* $2.
DODGE, MARY MAPES. "Hans Brinker." *Scribner.* $2.50.
FRANCIS, J. G. "Book of Cheerful Cats." *Century.* $1.50.
HALE, LUCRETIA P. "Peterkin Papers." *Houghton.* $2.
HARRIS, JOEL CHANDLER. "Uncle Remus, His Songs and Sayings." *Appleton.* $2.
HAWTHORNE, NATHANIEL. "Wonderbook and Tanglewood Tales. *Duffield.* $3.50.
KRAPP, GEORGE PHILIP. "America, the Great Adventure." *Knopf.* $4.
PEARY, JOSEPHINE. "The Snow Baby." *Stokes.* $2.50.
PERKINS, LUCY FITCH. "Dutch Twins." *Houghton.* $1.75.
PYLE, HOWARD. "Merry Adventures of Robin Hood." *Scribner.* $3.50.
"Story of King Arthur and His Knights." *Scribner.* $3.50.
SANDBURG, CARL. "Rootabaga Stories." *Harcourt.* $2.
SCUDDER, HORACE E. (Ed.). "The Children's Book." *Houghton.* $5.
UNTERMEYER, LOUIS (Ed.). "This Singing World." 1926. *Harcourt.* $2.50.
VAN LOON, HENDRICK. "Story of Mankind." 1923. *Liveright.* $2.50.
WHEELER, WM. ADOLPHUS (Ed.). "Mother Goose's Melodies." *Houghton.* $2.50.
WIGGIN, KATE D., and SMITH, NORA A. (Ed.). "Arabian Nights." *Scribner.* $2.50.

In the Book Market

THE Chaucer Head Bookshop in New York has become sole agent in America for the Haslewood Books of which only 500 copies (in some cases not so many) are printed. Their current catalog lists 23 titles. We have seen only one of the books, "The Elizabethan Zoo, A Book of Beasts Both Fabulous and Authentic," but it was one of the loveliest bits of printing and presented the most fascinating and fabulous monsters, including the Hydra, the Mantichora, the Lamia and the Unicorne, we have ever seen. Whoever plans these books has a love of the braue schollars of ancient times. Item 439 is "Parnassus Biceps. Or Severall Choice Pieces of Poetry, Composed by the best Wits that were in both the Universities Before Their Dissolution. 1656." This is done in a numbered edition of 350 copies and a de luxe edition of 50 copies. ☙ ☙ ☙

Here is gore and gossip. Hendrick Van Loon has returned to these shores with Mrs. Van Loon and a pedigreed dachshund named Noodle . . . Mr. and Mrs. Francis Brett Young returned last week to their home in Capri, having seen the two-volume "Love Is Enough," *Knopf,* safely launched. . . . Leonard Nason, author of "Chevrons," *Doran,* sends word from Paris of the arrival of a son. . . . Nancy Hoyt, author of "Roundabout," *Knopf,* will correct galleys of her second novel "Unkind Star" before she sails for France, May 10. . . . Beverley Nichols, author of "Crazy Pavements," *Doran,* is on Lee Keedick's lecture list for 1927-28. . . . Another *Doran* author, Du Bose Heyward, has gone to Europe to finish his next novel, "Mamba's Daughter." . . . Michael Arlen, whose new novel "Young Men in Love" was published yesterday, will not arrive in this country until autumn. . . . Jacob Wassermann and his wife have returned to Germany after two months spent in a tour of America. His "Triumph of Youth" has just been published by *Boni & Liveright,* which house announces a book of short stories by him in the fall. . . . Elinor Wylie sails for England soon where "The Orphan Angel," *Knopf,* has appeared as "Mortal Image." . . . Anne Parrish whose "Tomorrow Morning," *Harper,* continues to delight readers, has just returned from a three months' tour thru South America. . . . Louis Bromfield, who has delivered the manuscript of his new novel, "A Good Woman" to his publishers, *Stokes,* has been broadcasting from the Eiffel Tower radio station, discussing American literature and its power in interpreting these United States. "A Good Woman" will be published in July. . . . Sinclair Lewis, who has been on a motor trip thru Touraine and the chateau country, has decided to spend his summer in a cottage in southern France. It doesn't speak so well for the chateaux. . . . But authors are not the only ones sailing these days. Representing the publishers and editors there is Horace Liveright in London brandishing his manuscript magnet, as are Joseph Anthony and H. C. Kinsey of the *Cosmopolitan Book Corporation* and W. R. Barnes of Barnes and Noble. Albert Boni has just returned from Paris. . . . And we don't seem to know about anyone else. ☙ ☙ ☙

"The Psychology of Murder" by Andreas Bjerre which *Longmans, Green* had announced for April has been postponed to May. Professor Bjerre believed that progress in the study of the psychology of murder could best be made by the detailed investigation of individual cases and this book is the result of his years of research. ☙ ☙ ☙ *Albert & Charles Boni* seem to appreciate the possibilities of a tie-up with the movies, for they have sent out a letter to booksellers informing them of a probable visit from a representative of the local motion picture to arrange advertising and display of Will Rogers' book "Letters of a Self-Made Diplomat" to be used in connection with the twelve pictures that have been made of Rogers as "Unofficial Diplomat Abroad." These pictures will be released one every four weeks during the year. The publishers intend to couple advertising of the "Letters" with Rogers' new book "There's Not a Bathing Suit in Russia" originally announced as "Flying into Russia," which will be published in May.

THE Publishers' Weekly
The American Book Trade Journal
Founded by F. Leypoldt
EDITORS
R. R. Bowker F. G. Melcher
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April 30, 1927

I HOLD every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto. —Bacon.

Are Conventions Worth While?

ARE conventions actually worth while? Are such assemblages an economic waste, or is the time and money spent at them a justifiable outlay? asks John R. Young, Manager, Convention Bureau, The Merchants' Association of New York, and then proceeds to answer his own query.

These questions, which annually beset business men when they are urged to attend the conventions of their trade associations, are now engaging the attention of members of the American Booksellers' Association.

Conventions, like colleges, undoubtedly are of very real and definite value. Their worth to the individual in attendance may be computed by methods similar to those used in appraising the benefits of college education. Whether one avails oneself of opportunities determines the result. To the joy-rider, neither conventions nor colleges offer advantages. But the delegate who attends every session, keeps his eyes and ears and mind open, and takes an active part in the deliberations and discussions is bound to get his money's worth, and more.

Webster defines conventions as assemblies of "delegates or representatives for consultation on important concerns." To which he might have added, 'for the exchange of business information; for the presentation of reports on progress; for the exposition of new ideas; for the promotion of economies and expansion; for the broadening of perspectives through human contacts.'

Viewed as contributions to the public good, rather than from the individualistic and therefore selfish standpoint, conventions have added enormously to the total of human achievement.

This year, perhaps more than ever before, the convention of the American Booksellers' Association ought to be a mecca to members. It is to be held in New York, where there are more authors, illustrators, publishers, printers than in any other city, and where one may make contacts with successful business men in all lines. There are important problems to be solved: radio and its influences, the probable effects of the book clubs. Others are advertising and merchandising, window display, lighting, store equipment, public and rental libraries, and price cutting. To attend this convention should be a duty to every member.

Adult Books for Immature Readers

THE Boston cases of book suppression have now centered around "An American Tragedy," by Theodore Dreiser, the stormy petrel of American book publishing. No court case was made of "Elmer Gantry," as the book has not been offered for sale since the police sent word that they believed the book was indictable. Perhaps "An American Tragedy" makes a clearer case, as the question of religious tolerance would be involved in the Lewis book.

There has been little evidence that the intelligent reading public of Massachusetts desires to have the law invoked for suppressing books of this kind. The letter to the Springfield *Republican*, printed in full in last week's *Publishers' Weekly*, was an admirable statement of what seems to be a commonly expressed opinion. The law makes indictment easy by allowing conviction on paragraphs taken from a book, and the prosecuting officers, judging by the reports of this case, are likely to try to make their problem still more easy by basing their complaints on the effect of the book

on children. The reference to immature minds which is in the Massachusetts and in other obscenity laws was intended to cover suppression of a type of deliberate pornography which, a generation ago, was sold furtively on street corners and in alleys for the delectation of the base mind. "There is ample justification," stated the Springfield *Republican* letter, "for suppressing such publications, because they were largely produced for and sold to the young."

That a state or a city wishes to have a test of all its reading by its possible tendency to corrupt the morals of youth is doubtful, and the fact that the judge based his decision in Boston on that point is indication that around this situation will center the discussion in the Superior Court. "An American Tragedy" does not need defense from its publisher or its author, or from the readers of the country. What will have to be settled in the Superior Court is whether Massachusetts wants all its books judged by their effect on immature minds. Boni & Liveright are courageously helping to settle this problem, and it cannot be doubted what the decision will be.

Authors by State

THE General Federation of Women's Clubs has again put its energy and enthusiasm back of a practical project for the encouragement of home libraries and this time has coupled it with an emphasis on the value of American creative literature. The list of 200 American books which was awarded the first Scribner prize of $300 has been reprinted with permission in this issue.

The prize winner, Harriet C. Long of the Wisconsin Library Commission, not only checked up her list carefully to see that all the authors were Americans but she reports the state of their birth. This list has a certain interest as showing from what areas our authors have come.

43 were born in New York State.
35 in Massachusetts.
22 in Pennsylvania.
15 in Illinois.
11 in Michigan.
7 in Indiana.
6 in Ohio and Virginia.
5 each in Connecticut, Kansas, Missouri, North Carolina, and Wisconsin.
4 each in Iowa and New Jersey.
3 each in Delaware, Maryland, New Hampshire.
2 each in California, Louisiana, Maine, Washington.
1 each in Alabama, Georgia, Kentucky, Minnesota.
7 are naturalized citizens.

The Guild to Date

IN the recent circular sent to booksellers, the promotion department of the Literary Guild has said, "Each bookseller should settle for himself the question of the Guild's utility; decide for himself whether the Guild Plan is fundamentally sound and be loath to accept the decision of a few who purport to think for the industry." The *Publishers' Weekly* does not claim to "think for" the industry, but it does endeavor to *think with* the industry and therefore has printed in the past few months several summaries of the booktrade's opinion of the Guild program as it has been outlined in the Guild's circulars and announcements.

It should be pointed out again that it is the technique of the new enterprise that has caused criticism from the booktrade, not the fact that a new firm has entered the field of book distribution. Publishers, retail booksellers and mail-order houses are accustomed to seeing new entrants into the book field; many come, and the most efficient stay. Seldom, however, has a sales organization adopted the plan of advertising to belittle other book distributing methods while depending on these established groups to make their new method possible.

"Down with the barrier between the author and the reader" was the opening slogan of the "Guild." The public was to understand that the publisher and bookseller were a handicap to American culture. But the trade was to learn that the bookstores must still function, as the Guild's low prices were to be possible only if the cost of plates and publisher's overhead were largely borne by the bookstore edition. The new organization had not come, so it said, to "destroy bookstores"; it needed them.

The bookstores should, perhaps, have been pleased to contribute to the new enterprise meekly, as this new house was not an ordinary mail-order house but a *Guild,* a "group of writers who gathered on November 17, 1926, and put in motion a stupendous new idea." "Many, very many people would find books delightful diversions, if books were placed before them and made easily accessible," announces the Guild naively enough. This is not exactly news to the booktrade. The problem of the non-reader is one the publishers' association, the booksellers' committees, to say nothing of librarians, have been arduously working on for many years with admittedly good results. Wasn't there an ancient battle cry—"Buy a Book a Week!" or "More Books in the Home!"? The Guilds' enthusiasm seems almost like an effort to steal the booktrade's thunder just as its reverberations have begun to wake the country.

"How can books be presented," says the Guild, "so that they will make a wider appeal as a fascinating diversion? It is not too late to instill book reading habits if the problem is approached sanely and with broad vision." Others who have been working at this problem have considered that there was need of many roads to the goal; school libraries; bookstores, book departments and bookstalls; the reissue of the classics of the past, the broader distribution of the best books of recent years as well as the promotion of the current books. The new organization, "approaching the subject sanely and with vision," pins its cultural program solely on twelve current books a year, no personal choices and no exchanges.

The Guild sales campaign does not place its trust solely on an announcement of their book prices but emphasizes the comparison with the publishers' prices on the same books issued the same day. "Good new books thru the Guild cost about half what they do thru the bookstores." The ad writer senses that if he offered unnamed new books at $1.50 each there would not be many orders. Why does the bookseller feel unfairly treated when the Guild makes this "half-price" offer? Because, in common practice the expenses of publishing new books, overhead, plates and full royalty have been charged to *all* copies printed in the first two years, and only when these first expenses were met, was wider popular distribution sought thru lower-priced editions.

"Half Price," says the headline and continues, "The twelve books chosen will be sold thru the bookstores at the usual prices —from $2 *to $10* each." Does this savor of a new era in business or of old style campaigning, now usually discarded? And how has the price forecast been carried out? The first book had a trade edition at $3, the second at $2. As the trade and Guild prices come closer together, the announced range of savings seem more fantastic, but it becomes more easy for the Guild to get books, and it now announces that the third book will be one from the list of an old line trade publisher. "Manuscripts are submitted by *any* publisher," says the Guild advertisement, but up to date this "any" has been as hazy in actuality as it sounds in print. Publishers, in general, "have approached this subject sanely and with vision" and have thought very poorly of the plan.

Publishers *are* interested in the opening up of new fields of book users by any sound program. They have spent much time on this problem, singly and jointly. The Guild is searching diligently for these non-readers among the subscribers of the *Atlantic* and *Saturday Review.* "To understand what we mean," says the current advertisement, "imagine yourself living in the time of Hawthorne, and imagine that there was such a thing as the Literary Guild in existence then. In that day you would have gone into a bookstore, and, as a result of much talk, bought a book by Mary J. Holmes. But, if the Guild had been in existence, you would have received a copy of 'The Scarlet Letter,' which your descendants would have been reading today."

This quaint picture of the helpless condition of our grandfathers *may* sell Guild subscriptions to the *Atlantic's* readers, but it may occur to them that, after all, "The Scarlet Letter" did find its big public and its author international fame and Mary J. Holmes did find oblivion. Nothing seems to have been really proved against the bookseller. Time will tell whether Heywood Broun's and Margaret Leech's "Life of Anthony Comstock" will fare as well under the new plan as "The Scarlet Letter" did under the old.

An A. B. A. Page

News and Notes of the American Booksellers' Association

Ellis W. Meyers
Executive Secretary
255 Tenth Ave., New York City

Walter V. McKee

Marion Dodd

THE most widely read piece of printing in the booktrade today is the time-table. Booksellers from coast to coast are perusing that unusually uninteresting thing with great eagerness, marking certain sections and making notes on their engagement pads so that they will be certain to catch the train that will take them to New York and the American Booksellers' Association convention.

Well in the van will come the members of the Committee on Bookselling Education, for, on Saturday, May 7, there will be a joint meeting of the publishers-booksellers' committee with Mr. E. W. Barnhart, chief of the bureau of vocational education of the Federal Board. The men and women who will attend this meeting are:

Edwin I. Hyke

Stanley Remington of Norman, Remington Co., Baltimore; Walter V. McKee of J. V. Sheehan & Co., Detroit; A. A. Kroch of Kroch's Bookstore, Chicago; Grace Gaige of Macy's book department, New York; Cedric Crowell of the Doubleday, Page Bookshops Co., Garden City, L. I.; John Kidd of Stewart Kidd, Cincinnati; J. Joseph Estabrook of Joseph Horne Co., Pittsburgh; Marion Dodd of the Hampshire Bookshop, Northampton; Lulu S. Teeter of F. and R. Lazarus, Columbus; Harry V. Korner of Korner & Wood, Cleveland; S. D. Siler of New Orleans; Edwin I. Hyke of Stix, Baer & Fuller, St. Louis; Alfred Hartog of the Columbia University Press Bookstore; Fred Tracht of the University of Chicago Bookstore; Ellis W. Myers, secretary of the Association; Marion Humble, executive secretary of the National Association of Book Publishers; B. W. Huebsch; Emily Street of Frederick A. Stokes Co. Miss Humble is the chairman of the meeting.

A. A. Kroch

An addition to the Tuesday program is Dr. Mabel Ulrich, who will speak on the subject of "Branch Store Management." Dr. Ulrich has had quite a bit of experience with branch stores, not only in one city but away from home as well. Her talk will prove both interesting and valuable to those who intend adding new stores to a "local chain."

The Associated Book Travelers has postponed its annual luncheon until Thursday, May 12, so that it will take place during the convention. The organization extends a cordial invitation to booksellers to lunch with them on that day, "dutch-treat" fashion.

Fred H. Tracht

Dreiser's "American Tragedy" Held Obscene

THE first actual court case in connection with the Boston book crisis came before the Municipal Court in Boston on April 22nd, and Donald S. Friede, vice president of Boni & Liveright, was fined $100 for having sold in Boston a copy of "An American Tragedy" by Theodore Dreiser, a sale which he consummated at the Boston Police Headquarters last week by offering the book to Captain George Paterson.

The case has been promptly appealed to the Superior Court by Arthur Garfield Hays, attorney for the publishers. Judge Devlin, who heard the case, read the first of the two volumes and decided that certain passages that were in it violated the law regarding the sale of "literature manifestly tending to corrupt the morals of youth." He said the law provided for both fine and imprisonment, but, as Mr. Friede had no former record, a fine would be sufficient in this case.

Richard F. Fuller of the Old Corner Bookstore, chairman of the Booksellers' Committee of Boston, testified for the defense and said that his store had sold 300 copies of the novel. About 98% of these, he said, were purchased by persons more than twenty-five years of age, he said, people of mature mind and readers of the finest literature; the other 2% were bought by Harvard students, who are required to read the book in their literature courses. The defense also offered testimony that the book had been purchased by two public libraries in nearby cities but would not have been made available to their thousands of readers had it contained obscene passages.

Morton De Wolfe, of De Wolfe, Fiske & Co., Park Street booksellers, said that copies had been sold to public libraries in Greater Boston and also to students. Lee Wilson, of Lauriat's Bookstore, said that the book had been sold exclusively to mature persons.

As a final witness, Mr. Hays called Lieut. Hines, of the Boston police, who had read the book. He admitted that it had not corrupted his morals. He added, however, that he was not the book-censor of the department.

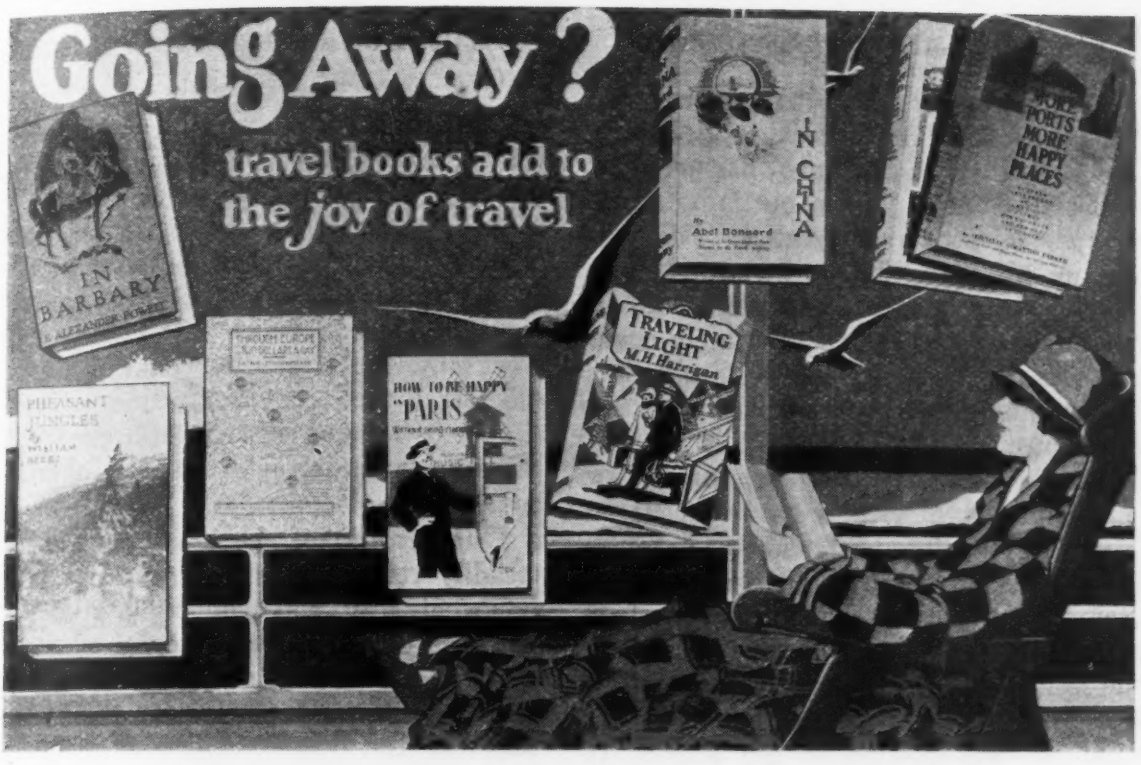
Publishing at 50c a Volume

THE program of the Vanguard Press, which is now completing a year of its activities, has been something new in publishing. The press was organized with the view of supplying books for popular consumption at the low price of fifty cents each. Some of the books have been reprints, such as "The Theory of the Leisure Class" by Veblen; "Love's Coming of Age" by Carpenter. Some have been abridgments by competent editors, including such titles as "The Descent of Man" by Darwin; "History of European Morals" by Lecky. Some have been newly arranged selections such as "Ruskin's Views of Social Justice"; "Kropotkin's Revolutionary Pamphlets." One group of books called Educational Outlines include volumes on modern science such as "The A B C of Geology" and "The A B C of Psychology," etc. The only experiments in fiction have been four titles and the press now intends to go further in the fiction field and get out from eight to twelve novels a year.

Don't Forget Your Railroad Certificate

IT IS IMPORTANT for those who are coming to the BOOKSELLERS' CONVENTION at the Commodore Hotel, New York City, from May 9th to the 12th, to ask the Railroad Ticket Agent for a certificate, which will entitle a half rate on return home. The Association must have 250 certificates or over. Last year, at St. Louis there was not the required number, because many of the delegates and visitors forgot to ask for certificates. This means a hardship on delegates coming from distant points. Tickets with certificates are on sale from May 5th to the 11th inclusive. Where the fare is 76c or over, anyone can ask for a certificate. Members and families who live on the outskirts of New York can buy Railroad tickets and ask for certificates to the Booksellers' Convention.

ISAAC OTTENHEIMER,
Chairman of Committee on Railroad Certificates



The Michael Gross Travel Book Display Now Being Sent Out

Displaying Travel Books

THE new display prepared for booksellers' windows by the Michael Gross Co. is the one illustrated above, which is to be used to help sell travel books. This poster which was sent out on April 15 to one thousand booksellers is generally considered the best one in the series so far. The reproduction of the poster shows how good it is in design; the original is lithographed in nine colors. The books featured in the display are: "In Barbary" by E. Alexander Powell, Century; "In China" by Abel Bonnard, Dutton; "Pheasant Jungles" by William Beebe, Putnam; "Travelling Light" by M. H. Harrigan, Brentano; "Through Europe on Two Dollars a Day" by Frank Schoonmaker, McBride; "How to Be Happy in Paris" by John Chancellor, Holt; "More Ports—More Happy Places" by Cornelia Stratton Parker, Boni & Liveright.

Every month in connection with this display material the Michael Gross Co. offers prizes for the best window display centered around the current poster. Winners in the "Books for the Modern Housewife" contest have just been announced.

The first prize of $50 to Duluth Glass Block Store, Duluth, Minn., for a window trim by Harold A. Grinden.

The second prize of $25 to the U. of I. Supply Store, Champaign, Ill.

Three $10 prizes were awarded to Arnold & Sturdevant, Clinton, Ia.; Morris Sanford Company, Cedar Rapids, Ia.; The Book Shelf, Cincinnati, O.

This poster was also a very effective one with its dark trees and bright red roofed house against a glowing yellow sky. The red jacket of the Dutton book, almost the same color as the red roof of the house, was the gayest of the books displayed, and helped the poster's design, but all the jackets in this display are lettered in very readable type, so that the whole poster could not fail to catch the attention of passersby and to emphasize the particular titles which the poster advertised. Books on etiquette, cooking, gardening, home planning and education were featured in this display.

The next display will be to use with "Books of the Out of Doors," and will be ready June 1.

Code of Ethics Discussion

A COMMITTEE of the American Booksellers' Association, with George W. Jacobs as chairman, has prepared a proposed Code of Ethics, outlining sound principles for booktrade practice. This will come up for discussion at the convention. It is important that such a code should be both inclusive and should accurately cover the needs of the trade, and all booksellers who are interested in the general progress of the business should study this code in advance and send their suggestions for improvements to George W. Jacobs at 1726 Chestnut Street, Philadelphia, before the convention opens. This would be of great help to the chairman and lead to opportunities for proper action when the code comes up at the convention. The Code of Ethics as it was drawn up by the committee was printed in the March 19 issue of the *Publishers' Weekly*.

Ireland Discusses Manufacturing Clause

THE Irish Free State has been following the earlier lead of Canada in considering the adoption of a manufacturing clause in its copyright legislation. Recently there was proposed in the Free State Parliament a copyright bill, under which no citizen of the Free State could secure copyright for a work which was not printed in the Free State. The object of the amendment, as stated by its sponsor, was to help the publishing and printing trades of Ireland. William Butler Yeats, the well-known author, who is also a Senator of the Irish Free State, declared that the passing of such an amendment would be the signal for the emigration of all Irish authors. He said he himself "would not hesitate to cross the border into Northern Ireland, and there he would become exceedingly eloquent on the subject."

It was expected that if the amendment had been passed it would also have been applicable to authors of other countries and that all books by British authors would have lost copyright unless they were remanufactured in the Free State, just as the English author of today has to manufacture his books in the United States to obtain American copyright.

Customs House Restrictions

THE suppression of books, so largely under discussion at present, is not wholly a matter of state or of city action, but can be greatly affected by the attitude of the Customs authorities of the United States. The fact that imported books are received in so many different languages makes it more difficult to be sure of intelligent action, and the strain put on the Customs officials in their endeavor to judge between the intentionally obscene and the merely different-from-our-own-type-of-book must be considerable.

One group of books that has been steadily refused admittance or right to be imported into this country includes the writings of Dr. Marie Stopes, whose volumes on love and marriage have had enormous sales in London under the Putnam imprint. Dr. Stopes, before her death, was one of the directors of the Society of English Authors. Recently Aylmer Maude, prominent British writer and translator, mailed to his son in this country a copy of "The Life of Dr. Marie Stopes." This was not received by the consignee, and later investigation proved that it had been seized at the Customs and destroyed. This "Life" could not be possibly interpreted to have anything improper in it. The action was entirely out of order, and yet there was no restitution or any correction of the error.

Books at the Printing Exhibit

AT the big Graphic Arts Exposition in the Grand Central Palace in New York, September 5th-17th, a special gallery will be used, in charge of Henry Lewis Johnson of Boston, who has had wide experience in printing exhibits. One section will be given to books in bindings. This gallery is to be restricted to what is considered a high standard of advanced work, and the sponsors believe it will be a substantial honor for any firm or individual to be represented in this selection of national printing.

Entry blanks and other details can be had from the Exposition Manager, 461 Eighth Avenue, New York. An exhibit diploma will be given to every exhibitor, commemorating his part in this international showing of standards and achievements in printing.

Leary's Book Store Returns to Former Site

LEARY'S bookstore returned on April 5th to its old location on Ninth Street, below Market, Philadelphia. For more than a year Leary's has been in temporary quarters on Arch Street and now it has come back to its old site where a new seven-story building has been erected. To celebrate this return a banquet was held on April 4th on the sixth floor of the building which was attended by A. Edward Newton, Christopher Morley, T. A. Daly, the Rev. Louis F. Benson and the local literati and booklovers. It was a gay, informal affair as befitted Leary's, where browsing and shelf-reading is much encouraged.

William Leary began selling books from a basket carried on his arm and was so successful that he soon opened a bookstall. His devotion to his business was responsible for its growth and steady moves from 144 North Second Street, where is was located from 1826 to 1868, to Fifth and Walnut Streets (from 1868 to 1877), to the original building on its present site, Ninth Street, below Market Street, and then, with the year in the temporary quarters on Arch Street, into its new building.

Business Notes

BIRMINGHAM, ENGLAND. — Greville Worthington has now taken over entirely the business of Baker's Great Bookshop at 14-16 John Bright Street. A new system of holding and reporting books pending American replies has been started.

BURLINGTON, VT.—Allen & Provost have purchased the assets of H. J. Shanley & Company, and will conduct the business in their own partnership name.

CHICAGO, ILL.—After May 1st the address of the Fleming H. Revell Company will be 851 Cass St.

CHICAGO, ILL.—Josephine Franks has opened a bookshop and circulating library in Room 707 B, Tower Building, corner Madison and Michigan Avenues.

CHICAGO, ILL .—The W. P. Blessing Company moved on April 15th from 208 South Wabash Avenue to 65 East Adams Street.

CORAL GABLES, FLA.—The Treasure Nook is a bookshop and circulating library under the management of Miss Eleanor Wentworth and Mrs. Dorothy Hatch.

NEW YORK CITY—Lathrop C. Harper, dealer in rare and fine books, is now located at 8 West 40th Street.

NEW YORK CITY—Harper and Brothers' Children's Bookshop, under the management of Pauline Sutorious-Langley, will open May 1st on the fifth floor of the National City Bank Building at Park Avenue and 57th Street.

NEW YORK CITY, N. Y.—The Boosters Book and Novelty Shop has been opened at 1796 Vyse Street by Abraham Rosenbaum.

NEW YORK, N. Y.—Frank E. Damato started his first bookstore in November, 1924, at 165 East 34th Street and now has opened a branch store at 32 East 28th Street.

OAKLAND, CALIF. — The Franklin Bookshop at 68 Grand Avenue, which is owned by Miss Gladys Chesebrough and Miss Florence Flick, is being managed by Mrs. Mayme C. Robinson.

PITTSBURGH, PA.—After May 1st Ye Olde Booke Shoppe, Wm. B. Hodby, will be located at 126 Stanwix Street.

SANTA FE, N. M.—Roberta Robey has opened the Villagra Book Shop.

SARANAC LAKE, N. Y.—Ethel M. Whiting is the proprietor of the Studio Book Shop at 94 Main Street.

Changes in Price

D. APPLETON & CO.

"Bass, Pike, Perch and Other Game Fishes of America" by James A. Henshall increased from $3.00 to $3.50.

"Astronomy with an Opera-Glass" by G. P. Serviss has been increased from $2.50 to $3.00.

J. B. LIPPINCOTT CO.

"The Principles and Practice of Textile Printing" by Edmund Knecht and James B. Fothergill, increased in price from $24.00 to $25.00.

"Cyaniding Gold and Silver Ores" by Forbes Julian and Edgar Smart, increased in price from $15 to $15.50.

"An Introduction to Town Planning" by J. Julian, B.E., increased in price from $1.75 to $3.00.

"Metallic Alloys" by G. H. Gulliver, increased in price from $5.50 to $6.50.

"A Text-book of Mining Geology," 5th edition, by James Park, $5.00.

"Running and Maintenance of the Marine Diesel Engine," 3d edition, John Lamb, $7.50.

FREDERICK A. STOKES CO.

"Wonder Book of Magnetism" by Houston increased to $2.50.

D. APPLETON & CO.

"China Painting" by M. L. McLaughlin from $1.25 to $2.00.

Julius King

Marketing the Classics

THE publisher of classics has a promotion problem that is radically different from the problem of promoting the sale of current books. His authors are well-known, and a hundred thousand teachers are advertising the titles on his list. His difficulty is in planning a book whose appearance will appeal to those whose interest has been aroused and in having that edition in stock and on display in the bookstores. Appearance and availability have much to do with sales.

One of the successful houses in this competitive field, Thos. Nelson & Sons, has been making a new analysis of its problems and has brought into its organization for this work Julius King, who has had general experience in promotion and market analysis.

Nelson's first discovered Mr. King and his plan for book marketing when they undertook the publishing of his *Nature in Rhyme* series.

Personal Notes

PERCY A. LORING will take the Rae D. Henkle Company line into New England and the Central States beginning with his mid-April trip. Edward F. Allen is to be coast representative. Franklin W. Kimmey, sales manager, is handling the metropolitan district.

EDWARD F. ALLEN, who has been with Longmans, Green & Company for the past four years, in charge of advertising and special sales work, will leave for San Francisco in June, where he will have his headquarters in Room 511, 165 Post Street, as publisher's representative in the Pacific Coast territory. Mr. Allen will carry the lines of Longmans, Green & Company, Vanguard Press, Simmons-Boardman Company, Rae D. Henkle Company, Wiley Book Company, and the Unicorn Press. He will cover territory from the Pacific Coast to Kansas City and Omaha, beginning with the fall trip. Mr. Allen was with the Robert McBride Company for seven years in sales and editorial capacities.

Periodical Note

Books, of the New York *Herald Tribune,* has published an index covering the entire list of books reviewed in its pages from September 21, 1924, the first issue, to September 19, 1926. It contains a complete list of authors whose books were reviewed, titles, reviewers, articles and poems, and is a fairly representative list of all the books published during that period. Copies of the *Books* Index will be sent on request. Hereafter it will be published semi-annually.

Sir Ernest Hodder-Williams

Obituary Notes

SIR ERNEST HODDER-WILLIAMS

SIR ERNEST HODDER-WILLIAMS, head of the English publishing firm of Hodder & Stoughton, died April 18th at his home in London. He was born at Bromley, Kent, in 1876. After graduating from University College, London, and travelling in France and Germany, he entered the business of his grandfather, Matthew Henry Hodder. He soon became associated with Sir William Robertson Nicoll, the firm's literary adviser and chief editor, as associate editor of *The Bookman*. When he joined the firm as partner he resigned the editing, tho in collaboration with E. C. Vivian he wrote a "Life of Sir George Williams," founder of the Y. M. C. A., and "The Way of the Red Cross," a well-known war book. He was elected to the Common Council of the Corporation of London, was knighted in 1919 and made a commander of the Victorian Order in 1921. On the death of T. W. Stoughton, Sir Ernest became head of the firm, and with his partners, Percy and Ralph Hodder Williams, developed one of the best known publishing houses in the world.

GASTON LEROUX

GASTON LEROUX, famous author of detective stories, died at Nice, France, on April 16th. M. Leroux had been a newspaper correspondent and had traveled extensively. His books included "The Phantom of the Opera" and "The Mystery of the Yellow Room," both of which were made into motion pictures, "Wolves of the Sea," "Missing Men," "Dark Road," "Phantom Clue," "New Terror" and "Nomads of the Night."

New York League Extends Membership

BOOKSELLERS of New York City and the suburban area are just now being invited into membership with the New York Booksellers' League. This group of Metropolitan booksellers is primarily a social organization, holding get-together dinners monthly during the fall and winter with entertainment by representative speakers. The League takes an active part in Bookselling Education, Book Trade Employment and other local problems. Booksellers and their staff are urged to join the organization, details of which may be had from the office of the Treasurer, Theodore Schulte, 80 Fourth Avenue, New York City.

Stanley Unwin to Speak at Columbia

THRU Dr. C. E. Williamson, director of the School of Library Service of Columbia University, an invitation has been extended to Stanley Unwin, London publisher, to speak at the university on International Distribution of Books.

The address will be before the Institute of Arts and Sciences of the university in the McMillan Theater on Monday evening, May 16th, and the invitation to be present will be extended to all members of the library profession, the publishers and the booksellers.

The Weekly Record of New Publications

THIS list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request, in which case word "apply" is used. When not specified the binding is "cloth."

Imprint date or best available date, preferably copyright date in bracket, is always stated, except when imprint date and copyright date agree and are of the current year, in which case only "c" is used. No ascertainble date is designated thus: [n.d.].

Sizes are indicated as follows: F (folio: over 30 centimeters high); Q (4to: under 30 cm.); O (8vo: 25 cm.); D (12mo: 20 cm.); S (16mo: 17½ cm.); T (24mo: 15 cm.); sq., obl., nar., designate square, oblong, narrow.

Abell, Walter H.

Eternal springtime; a love cycle [verse]. 75p. D c. Yellow Springs, O. Kahoe & Spieth bds. $2

Aiton, Arthur Scott

Antonio de Mendoza, first viceroy of New Spain. 252p. (26p. bibl.) il. map O c. Durham, N. C., Duke Univ. Press $3.50

A biography of one of the first officials of Mexico, under Spanish rule.

Are you intelligent? an intelligence test with a prefatory note by Howard W. Haggard. various p. O c. N. Y., Harper bds. $1.25

A variation of the popular question and answer game. "Tisn't what you know, *but* are you intelligent?"—a question to be solved by rating yourself on actual tests used in Yale University.

Austin, Moses, and Austin, Stephen F.

The Austin papers, October 1834-January 1837; v. III; ed. by Eugene C. Barker. 529p. O '27 Austin, Texas., Univ. of Texas. buck. $4

Documents illustrating the history of the American frontier as it moved westward.

Barnard, James Lynn, and Roorbach, Agnew O.

Epochs of world progress. 821p. il. (col. front.) maps (pt. col.) D [c.'27] N. Y., Holt $2.40

A survey of world history thru the study of ten consecutive, but overlapping epochs, marking stages of human progress.

Barnum, Phineas Taylor

Barnum's own story; combined and condensed from the various editions published during his lifetime, by Waldo R. Browne. 463p. il. O c. N. Y., Viking Press $3

A popular new edition of the great showman's autobiography.

Beard, Charles Austin, and Beard, Mrs. Mary Ritter

The rise of American civilization; 2 v., il. by Wilfred Jones. 824p.; 828p. O c. N. Y., Macmillan $12.50, bxd.

An interpretation of American history and life; volume 1 covering the agricultural era, volume 2, the industrial era.

Bernays, Edward L., ed.

An outline of careers. 442p. O c. N. Y., Doran $5

"A practical guide to achievement by thirty-eight eminent Americans," written to assist men and women in choosing their life work.

Berry, E. S., D.D.

The church of Christ; an apologetic and dogmatic treatise. 583p. O '27 St. Louis, Mo., B. Herder $3

Bible

The Holy Bible [self-pronouncing pictorial Bible, with young folks' Bible helps]. 964p. il. (pt. col.) maps (col.) S [n. d.] N. Y., [Oxford] lea. $3.50, bxd.

Bousfield, Edward George Paul, and Bousfield, W. R.

The mind and its mechanism. 231p. O '27 N. Y., Dutton $4

With special reference to ideo-motor action, hypnosis, habit and instinct, and the Lamarckian theory of evolution.

American law reports, annotated; vs. 45, 46. 1618p.; 1623p. '26, '27 San Francisco, Bancroft-Whitney buck. $7.50 ea.

Ashbrook, Stanley B.

The types and plates of the U. S. one cent, 1851-1857. 93p. il. O c. '26 N. Y., Scott Stamp & Coin Co., 1 W. 47th St. pap. $1

Augustine, Charles, D.D.

A commentary on the new code of canon law; v. 1; 5th ed., rev. and enl. 289p O '27 St. Louis, Mo., B. Herder $2

Barclay, Thomas Swain

The Liberal Republican movement in Missouri, 1865-1871. 290p. (5p. bibl.) il. O '26 Columbia, Mo., State Historical Soc. of Mo. $3

Barton, Wilfred Mason, and Yater, Wallace Mason

Symptom diagnosis. 838p. O '27 N. Y., Appleton $10

Black, George F.

Macpherson's Ossian and the Ossianic controversy; a contribution towards a bibliography. 41p. O '26 N. Y., N. Y. Public Lib. pap. apply

Boyd, James
Marching on. 426p. D c. N. Y., Scribner $2.50
A romance of Civil War times, with the hero a descendant of the Frazer family that figured in "Drums," the author's first novel.

Brain, Belle M., comp.
From every tribe and nation; stories of our fellow-Christians in mission lands. 176p. (bibl. footnotes) D [c.'27] N. Y., Revell $1.50

Bucke, Lilian E.
Music in the intermediate forms. 54p. O '26 N. Y., Oxford pap. $1.20

Bukharin, Nikolai
The economic theory of the leisure class. 220p. O [c.'27] N. Y., Internat'l Publishers $2.50

Bukhsh, S. Khuda
Studies: Indian and Islamic. 287p. D (Trubner's oriental ser.) '27 [N. Y., Dutton] $4.15
Essays dealing with various subjects of literary and historical interest.

Burton, Beatrice Payne
Honey Lou, the love wrecker. 303p. D [c.'27] N. Y., Grosset 75 c.
The romance of a girl who almost wrecked her life by following wrong advice and disregarding the things she really wanted in life.

Carroll, Lewis, pseud. [Charles Lutwidge Dodgson]
Alice's adventures in Wonderland; il. by John Tenniel. 192p. D [c.'27] N. Y., Appleton $2.50 bxd.
A facsimile reproduction of the first American edition of 1866.

Champlin, John Denison, jr., and Perkins, Charles C.
Cyclopedia of painters and paintings; 4 v. 1836p. il. Q '27 c.'15 N. Y., Empire State Bk. Co. $25

Chaucer, Geoffrey
The nun's priest's tale; ed. by Kenneth Sisam. 128p. il. D '27 N. Y., Oxford 50 c.

Clapham, J. H.
An economic history of modern Britain; the early railway age. 641p. il. O '27 N. Y., Macmillan $8.50

Cohen, Helen Louise, ed.
More one-act plays by modern authors. 379p. (bibls.) D [c.'27] N. Y., Harcourt $2.25
Plays by such writers as A. A. Milne, Eugene O'Neill, John Erskine, Robert Frost and Christopher Morley are included. Each play has an introductory essay by Miss Cohen, and in addition there are bibliographies and suggestions for production.

Consider the lilies. 86p. il. (pt. col.) O [c. '27] N. Y., W. E. Marshall & Co., 150 W. 23rd St. $1
On the cultivation of lilies.

Cridland, Robert B.
Practical landscape gardening [3rd ed.] 280p. il. diagrs. O '27 c.'16-'27 N. Y., A. T. De La Mare $2.50

Cunliffe, John William
Modern English playwrights. 270p. (2p. bibl.) (Plays and playwrights ser.) c. N. Y., Harper $3
A short history of the English drama from 1825.

Diemer, Hugo
Foremanship training. 230p. D '27 N. Y., McGraw-Hill $2.50

Dietrich, John H.
The fathers of evolution, and other addresses. 276p. D c. Minneapolis, First Unitarian Society $1
Addresses delivered in the autumn of 1926 by the minister of the First Unitarian Society of Minneapolis on the Forefathers of Evolution, Charles Darwin, Alfred Russell Wallace, Herbert Spencer, Thomas Huxley, Ernest Haeckel and John Fiske, with five shorter addresses on related subjects.

Dougherty, George S.
In Europe. 162p. front. (por.) S [c.'27] N. Y., Avondale Press, 1841 B'way $1
An informal record of a recent European trip made by Mr. Dougherty, formerly deputy police commissioner of New York, and chief of detectives of the metropolitan staff.

Drew, W. S.
Notes on the technique of song-interpretation. 56p. D (Oxford musical essays) '26 N. Y., Oxford $1.20

Dyson, George
The new music; 2nd ed. 160p. O '26 N. Y., Oxford $2.85

Bloch, Joshua
Jewish life in Oriental countries; a list of books and manuscripts exhibited at the New York Public Library March 30th to Dec. 31st, 1926. 15p. O '27 N. Y., N. Y. Public Lib. pap. apply

Bryan, John Baird
The secret room, and other poems. 80p. S [c.'26] Asheville, N. C., Inland Press pap. apply

Callahan, James Morton
History of the making of Morgantown, W. Va.; a type study in trans-Appalachian local history. 335p. (bibl.) il., maps O (W. Va., Univ. studies in hist.) '26 Morgantown, W. Va., W. Va. Univ. $5; $4.50 to libs.

Carnegie Library School Ass'n, comp.
Washington and Lincoln in poetry. 79p. O '27 N. Y., H. W. Wilson pap. 60 c.

Carson, James Milton
A treatise on common law pleading, practice and procedure, in the state of Florida. 1453p. O [c. '27] Cin., W. H. Anderson Co. fab. $20

Clarke, Mary Virginia
Six Latin dialogues for junior high schools and Latin clubs. 16p. S [c.'26] Bost., Palmer Co. pap. 25 c.

Cleveland, Mrs. Harlan
Vigil of the first Easter [verse]. 47p. D [c.'27] Milwaukee, Wis., Morehouse Pub. Co. pap. 50 c.

Cole, George Watson
Early library development in New York state (1800-1900). 19p. O '27 N. Y., N. Y. Public Lib. pap. apply

College standard dictionary of the English language (The). 1325p. il. O '27 N. Y., Funk & Wagnalls apply

Curriculum for schools of nursing, A; 6th ed., rev. 227p. (18p. bibl.) O c. N. Y., Nat'l League of Nursing Educ., 370 7th Ave. $2.50

Cursus philosophicus; part 5. 332p. O '27 St. Louis, Mo., B. Herder $2

Doty, Marion Foster, comp.
Selenium; a list of references, 1817-1925. 114p. O '27 N. Y., N. Y. Pub. Lib. pap. apply

Eberlein, Harold Donaldson, and McClure, Abbot
The practical book of American antiques, exclusive of furniture; rev. and with a new supplement. 394p. (bibl.) il. (col. front.) O (Practical b'ks for the enrichment of home life) '27 c. '16, '27 Phil., Lippincott $8.50 bx'd
Published originally under the title of "The Practical Book of Early American Arts and Crafts." It includes a chapter on early lace by Mabel Foster Bainbridge and a chapter on Sandwich glass by Leonore Wheeler Williams.

Edmonds, Paul
To the land of the eagle; il. by the author. 303p. il. (col. front.) maps. O '27 N. Y., Dutton $5
Travels in Montenegro and Albania.

Evans, Mary
Garden books, old and new. 86p. O '26 Phil., Pa. Historical Soc. bds. $1

Foster, William Trufant, and Catchings, Waddill
Business without a buyer. 225p. (bibl. notes) diagrs. O (Pub'ns of Pollak Found., no. 10) c. Bost., Houghton $2
Giving, in popular forms, the substance of the authors' books, "Money" and "Profits."

Freeston, Charles L.
The Alps for the motorist. 187p. il., maps O [n. d.] [N. Y., Scribner] $2.50

Gilbreth, Lillian Evelyn Moller [Mrs. Frank Bunker Gilbreth]
The home-maker and her job. 161p. il., diagrs. D c. N. Y., Appleton $1.75
How to apply industrial efficiency methods to the problems of home management.

Guggenberger, A.
A general history of the Christian era; v. 1, The Papacy and the Empire; 16th ed. 447p. maps (col.) O '27 St. Louis, Mo., B. Herder $2.25

Guilday, Rev. Peter
An introduction to church history; 2nd ed. 358p. O '27 St. Louis, Mo., B. Herder $2

Halsted, J. N.
Modern ornament and design. 198p. il., diagrs. obl. O [c. '27] Cin., Signs of the Times Pub. Co. $5

Hammond's mercantile atlas of the United States. 212p. maps (col.) F [c. '27] N. Y., C. S. Hammond $28
Reference maps of the world and detailed maps of each state, showing cities, villages, post-offices, railroad stations, interurban electric lines, population, figures, etc.

Hammond's new world loose leaf atlas; 5th ed. 422p. maps. (col.) F [c. '27] N. Y., C. S. Hammond $50
More comprehensive than the earlier editions, with complete state and foreign indexes and new revised maps.

Henderson, Alma E.
Whispering Creek [novel]. various p. D '26 Kansas City, Mo., Burton Pub. Co. $2

Henderson, Bernard W.
The great war between Sparta and Athens. 531p. maps O '27 N. Y., Macmillan $6

Herring, Hubert Clinton
The church and social relations. 169p. (bibls.) S [c. '26] Bost., Pilgrim Press $1

Herrmann, Wilhelm
Systematic theology; tr. by Nathaniel Micklem and Kenneth A. Saunders. 152p. D '27 N. Y., Macmillan $1.50

Hevesy, André de
Beethoven the man; tr. by F. S. Flint. 223p. il. D [n. d.] N. Y., Brentano's bds. $3
An intimate biography emphasizing Beethoven's love affairs and his family troubles.

Homo, Léon
Primitive Italy and the beginnings of Roman imperialism; tr. by V. Gordon Childe. 385p. O (Hist. of civilization) '27 N. Y., Knopf $6

Isaacs, Walter F.
The painter looks at nature. 34p. D (Univ. of Wash. chapb'ks, no. 2) c. Seattle, Univ. of Wash. B'k Store pap. 65 c.
An essay on art and nature.

Johnson, Leonard H.
Foundation planting. 253p. il., diagrs. (col.) O c. N. Y. ,A. T. De La Mare $3.50
On planting the immediate frontage of the house.

Kanter, Emanuel
The evolution of war; a Marxian study. 123p. D c. Chic., Chas. H. Kerr & Co. $1

Keasey, Miles Abdel, and others
Plane trigonometry, with tables. 137p., diagrs. O [c. '27] Phil., Blakiston $1.28

Kennedy, Arthur Garfield
A bibliography of writings on the English language from the beginning of printing to the end of 1922. 534 p. Q '27 Cambridge, Mass., Harvard Univ. Press $25

Kirkland, Edward Chase
The peacemakers of 1864. 279p. (18p. bibl.) D c. N. Y., Macmillan $2.50
A story of the under-cover movements for peace during Civil War days—movements championed by Horace Greeley, the three Blairs, Mrs. John C. Fremont and others.

Evans, Henry Ridgely
Adventures in magic. 87p. il. (col. front.), diagrs. O c. N. Y., Leo Rullman, 1421 University Ave. pap. $1

Furniss, John F.
A concise history of the Ancient and Accepted Scottish Rite in the U. S. of America, and symbolic masonry in Ohio. 386p. il. O c. '27 [Columbus, O.] Author, 205 Oak St. buck. $2.50

Hammond's auto route distance maps of New Jersey, Long Island, New York. maps (col.) nar. O ['27] N. Y., C. S. Hammond & Co. pap. 35 c. ea.

Hammond's auto route map of metropolitan district (New York City and vicinity). map (col.) nar. O ['27] N. Y., C S. Hammond & Co. pap. 50 c.

Housman, Ida Emily
A digest and an explanation of the New Jersey teachers' pension and annuity fund law. 160p. diagr. S [c. '27] Hoboken, N J., Author, 519 Garden St. $1

Kitson, C. H.
Counterpoint for beginners. 114p. D '27 N. Y., Oxford $1.50
Rudiments of music. 94p. D '27 N. Y., Oxford 85 c.

Kitson, Harry Dexter
How to use your mind; a psychology of study; 3rd ed. rev. 224p. (3p. bibl.) il. D [c.'26] Phil., Lippincott $1.75

Knights, Charles C.
The technique of salesmanship; a textbook of commercial travelling and specialty selling. 258p. diagr. O '27 N. Y., Pitman $1.50

Labiche, Eugène Marin, and Martin, Édouard
Le voyage de M. Perrichon; ed. by Ralph W. Haller. 192p. D '27 N. Y., Globe Bk. 80 c.

Larrimer, Mary
Life's mirror [essays]. 165p. D [c.'27] Bost., Badger $2

Legrain, Leon, D.D.
Royal inscriptions and fragments from Nippur and Babylon. various p. il., diagrs. Q (Pub'ns of the Babylonian section, v. 15) '26 Phil., The Museum, Univ. of Pa. bds. $5

Lester, John A.
Gateway to an English vocabulary. 58p. D (Class-made classb'ks) '26 c. Pottstown, Pa., Lester Pub. Co. 68 c.
To go with this there is a paper-bound "Teacher's Guide and Key," which sells for fifty cents.

Lewis, G. Wilton, comp.
The house which King Solomon built for Jehovah. no. p. il., diagrs. (pt. col.) obl. Q [c.'27] Cin., Standard Pub. Co. $1.50
Drawings and plans, with descriptive text, compiled from Bible data.

Loeb, Leonard B.
Kinetic theory of gases. 555p. il. O '27 N. Y., McGraw-Hill $5.50

Long, Mae Van Norman
The canyon of the stars [fiction] 454p. il. D '26 Hollywood, Cal., David Graham Fischer $2.50

Ludovici, Anthony Marie
Man: an indictment. 394p. (bibl. footnotes) O [n. d.] N. Y., Dutton $5
The author believes that modern man is degenerating and that emancipated woman is challenging his age-long superiority.

McClarey, Rev. John A.
The republic and the church; a series of Lenten lectures mainly on divorce and birth control. 179p. O '27 St. Louis, Mo., B. Herder $1.50

McDonald, Foster
Sane living, the master physician; 2nd ed. 381p. diagr. D [c.'26] Phoenix, Ariz., Sane Living Pub. Co. flex. fab. $3.50

McIntyre, L. Julian
The bridge and other poems. 89p. D [c. '26] [Brooklyn, N. Y., Author, 7802 Fourth Ave.] pap. $1 bxd.

McKay, Herbert
Preliminary geometry. 120p. D '26 N. Y., Oxford 70 c.

McMaster, John Bach
A history of the people of the United States during Lincoln's administration. 724p. (bibl. footnotes) maps O c. N. Y., Appleton $5
History of the period in terms of public opinion.

McMurray, Charles
Collector's guide of flasks and bottles. 170p. il. S [c.'27] Dayton, O., Allen Pub. Co. fab. $10

Mandel, Leon
Robert Herrick, the last Elizabethan [lim. ed.] 70p. O c. Chic. [Argus Bk. Shop, 434 S. Wabash Ave.] bds. $5
An essay and interpretation of the man and his times.

Margolis, Max L. and Marx, Alexander
A history of the Jewish people. 848p. maps (col.) O '27 Phil., Jewish Pub. Soc. $4

Maturin, Rev. B. W.
Old Testament meditations. 106p. O '27 St. Louis, Mo., B. Herder $1.25

Maugham, William Somerset
The constant wife; a comedy in three acts. 216p. front. (por.) D [c.'26] N. Y., Doran $2
One of the successes of this season in New York, with Ethel Barrymore in the leading role.

Mendel, Martin
Digest of chemistry. 240p. D '27 N. Y., Globe Bk. 67 c.

Meriwether, Susan
The playbook of Troy; il. by Esther Peck. 9p. il. (col.) F (Playb'k, ser.) c. N. Y., Harper pap. $2
The story of the Trojan horse for children. The stiff paper wrapper is removable and forms a three-sided stage in which pictured figures from the book may be cut out and placed in position.

Mattes, John C., ed.
Luther's small catechism in the English translation of Thomas Cranmer. 32p. (bibl. footnotes) D [n. d.] Phil., United Lutheran Pub'n House. pap. apply

McElroy, Margaret J.
Teachers' manual to accompany A child's first book in reading. 40p. D [c. '27] N. Y., Amer. Bk. pap. apply

Miller, Bertha Almeida
Quicksands, or, Hope Cottage girls [verse]. 59p. fron. (por.) D [c. '26] Swampscott, Mass., Author, 145 Essex St. $1

Nutting, Herbert C.
Thought relation and syntax. various p. (bibl footnotes) O (Univ. of Cal. pub'ns in classical philology, v. 8, no. 6) '27 Berkeley, Cal., Univ. of Cal Press pap. 25 c

Meyer, Max Friedrich

Abnormal psychology; "when the other one astonishes us." 286p. diagrs. D '27 Columbia, Mo., Lucas Bros. $2.50

Miller, Francis P., ed.

The church and the world. 94p. D '26 N. Y., Ass'n Press $1

Mitchell, Ruth Comfort [Mrs. William Sanborn Young]

Call of the house. 308p. D c. N. Y., Appleton $2

A novel of politics in a California setting.

Moehlman, Arthur Bernard

Public school finance; a discussion of the general principles underlying the organization and administration of the finance activity in public education; introd. by Walter A. Jessup. 526p. (bibls.) diagrs. D (Public school administration ser.) [c. '27] Chic., Rand, McNally $3

Public school relations; a discussion of the principles underlying informational service in the public schools. 277p. (4p. bibl.) il. diagrs. D (Public school administration ser.) [c. '27] Chic., Rand, McNally $2

Monahan, James, and Davin, Tom

Guess again. 185p. D c. N. Y., Duffield $1.50

A "question book."

Moorshead, R. Fletcher

The way of the doctor. 255p. D [n. d.] N. Y., Century $2

About the work of medical missionaries.

More, Brookes, i. e. James Brookes

Hero and Leander [verse] 32p. O [c. '26] Bost., Cornhill Pub. Co. $1

Morley, Felix

Our Far Eastern assignment; introd. by Henry Morgenthau. 199p. il. diagrs. D '26 N. Y., Ass'n Press pap. $1.25

Published in a more expensive edition by Doubleday, Page.

Moulton, Augustus Freedom

Portland by the sea; an historical treatise. 243p. il. maps. D '26 Augusta Me., Katahdin Pub. Co. $2.50

Mowat, R. B.

A new history of Great Britain; new ed. 1116p. il. D '26 N. Y., Oxford $3.50

Murchison, Carl, ed.

The case for and against psychical belief. 365p. (bibl. footnotes) il. O c. Worcester, Mass., Clark Univ. $3.75

Containing articles by Sir Oliver Lodge, Sir Arthur Conan Doyle, Margaret Deland, Harry Houdini, and others.

Nat'l Industrial Conference B'd

Clerical salaries in the United States, 1926. 68p. diagrs. O '26 N. Y., Author $1.50

Norris, Kathleen Thompson and Totheroh, Dan

The Kelly kid; a comedy in one act. 24p. D [c. '26] Bost., W. H. Baker pap. 50 c.

Nunan, Thomas

Diary of an old Bohemian. 177p. D [c. '27] San Francisco, Harr Wagner $2

Purporting to be the private record of a rich bachelor's amatory adventures in San Francisco's Bohemia during the twenty-one years immediately preceding the earthquake of 1906.

Otis, Alvah Talbot

Our Roman legacy. 236p. il. map. D [c. '26] N. Y., Heath $1.20

An introduction to the study of Latin.

Parsons, John Herbert

An introduction to the theory of perception. 262p. il. O '27 N. Y., Macmillan $5.25

Pennell, Joseph

The glory of New York. 48p. il. (col.) F '27 N. Y., W. E. Rudge buck. $75 bxd

A collection of water colors of New York harbor.

Penney, Clara Louisa

Luis de Gongora y Argote (1561-1627). 127p. (7p. bibl.) il. S (Hispanic notes and monographs; peninsular ser.) '26 N. Y., Hispania Society of America $1.50

Peppin, A. H.

Public schools and their music. 140p. D (Oxford musical essays) '27 N. Y., Oxford $2

Phillips, H. I. ("H I")

The foolish question book. 128p. D [c. '27] N. Y., Clode bds. $1

A burlesque of the question and answer craze.

Paltsits, Victor Hugo

The New York Tercentenary; an exhibition of the history of New Netherland, 1524-1674. 63p. O '26 N. Y., N. Y. Public Lib. pap. apply

Pierre, C. Grand

Rockland epigrams. 91p. S '27 Valley Cottage, N. Y., Noel Press pap. 50 c.

Pow, Mrs. Myrtle Nicholson, comp.

Bible jewels; containing selections from both Old and New Testaments. 50p. O c. '26 Saluda, S. C., Armfield Bros. 30 c.

Sarle, Charles F.

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Current Rare Book Notes

Frederick M. Hopkins

THE American Institute of Graphic Arts, in cooperation with the Grolier Club, has shipped its exhibition of American bookmaking to Germany as a contribution to the International Book Fair, which will open in Leipzig in June. The full list of the books selected is to be printed in the *Publishers' Weekly* of May 28th.

THE Oxford University Press announces a definitive text of Johnson's "Rasselas," edited by R. W. Chapman. The second edition, which Johnson corrected, is followed in the main, but all the editions published in his lifetime have been collated, and the variants in the first edition recorded. In addition to the ordinary edition, there is to be a limited edition on handmade paper, including collotype facsimiles of Johnson's letter to Strahan, proposing publication, and the author's receipts for the payments which he received for the second edition.

BOOKLOVERS and collectors who have followed the "Notes about Rare Books," contributed by Jerome E. Brooks to the literary supplement of the Sunday edition of the New York *Times,* will regret that he has been obliged to discontinue his connection with this department owing to the pressure of other duties. Mr. Brooks started this department and made it timely, instructive and entertaining. He had exceptional opportunities for knowing what was going on in the rare book world, and he made the most of them.

THE current number of *The Library,* the quarterly journal of the Bibliographical Society, is a very interesting issue. Montague James Rhodes writes of "Greek Manuscripts in England Before the Renaissance"; Victor Scholderer on "Printing at Milan in the Fifteenth Century"; W. J. Blyth Crotch on "Caxton on the Continent"; A. W. Pollard on "Greek Types, Old and New"; R. W. Chapman on "An Inventory of Paper, 1674", and other related topics. The annual report of the society shows that it is in a flourishing condition, well prepared for financing publications now in hand.

AUTOGRAPH letters and documents, including the collection of the late Elkanah Watson, author of "Men and Times of the Revolution," and of his son, Winslow Cossoul Watson, will be sold at the Anderson Galleries, May 5. This collection contains fine letters of many statesmen of the Revolutionary War period and of the early years of the Republic. There is an original orderly book kept at Ticonderoga, in 1776; a collection of forty-six letters written by Charles Sumner; an original autograph manuscript of a surveying exercise in the handwriting of George Washington when twelve years of age, and an original survey by Abraham Lincoln, written in 1835. There are also many literary and foreign autographs.

GABRIEL WELLS has given the Library of Congress a copy of Homer's "Iliad," printed in the original Greek by Bartolomeo di Libri in Florence in 1488, shortly after the discovery of printing. The edition is one of the famous masterpieces of printing, not because of its rarity, for there are many known copies, but because its maker was one of the best of early printers. The volume has sold as high as $3,500. The gift was very welcome because the Library of Congress is not strong in the first editions of the early classics. This particular volume had additional historical interest because it is believed the book was stolen from the library of Lord Mansfield, famous English jurist, when his home was sacked and burned in the Gordon riots of 1780.

THOMAS J. WISE'S "Catalogue of Printed Books, Manuscripts, and Autograph Letters" of his collection known as the Ashley Library will soon be complete. The first volume was printed in 1922, and it was expected to be completed in five volumes. The eighth volume, comprising Wordsworth, Wise, Wycherley and Yates,

and a supplement, has just been published. The ninth and final volume, an index, is in preparation. The supplementary portion of the volume just published, constituting the major portion, includes mainly purchases that have been made since the appearance of the first volume. These new accessions comprise many valuable Conrad and Rossetti manuscripts, but another outstanding group is thirteen folio volumes of seventeenth century theological literature associated with Coleridge. In all of them, the marginalia of "S.T.C." abound; whole flyleaves are filled with criticism, augment and characteristic notes, many of which were printed in the "Literary Remains," but Mr. Wise quotes enough to show that the editor took grave liberties with the text, and that there are good reasons for a new edition.

THE concluding book sale of the season at the American Art Galleries will be held on May 5 and 6, when a collection of over 900 lots, including the libraries of the late William F. Poole of Canton, Mass., and Russell A. Bowen, will be dispersed. These collections comprise first editions of Cabell, Clemens, Dickens, Eliot, Galsworthy, Roosevelt, books designed by Bruce Rogers, books written by Mrs. Mary Baker Eddy, a collection of maps, mainly of the eighteenth century; works on nautical science and naval construction; and books on art and travel. The works of Mrs. Eddy are the most extensive offered in several years. The most important is the rare first edition of "Science and Health" published in Boston in 1875, with the exceedingly rare leaf of errata containing 66 corrections. Another rare item is the third edition of the same book published in 1882, which is its first appearance in two volumes. Historically this third edition is probably the most important as it shows the marks of the early trouble of the movement as well as important changes in the text of the book, the Cross and Crown appears, and Mrs. Eddy's spiritual interpretation of the Lord's Prayer varies from the prayer in the earlier edition. Other interesting items are "Retrospection and Introspection," 1892; the Church Manual of the First Church of Christ, Scientist, in Boston, 1885; "Pulpit and Press," 1895 and "Miscellaneous Writings," 1897.

The Press of Ars Typographica has just published the "Manual of Printing Practice," by Theodore De Vinne, a reprint of the original edition of 1883. This well printed little 12mo of 52 pages contains the rules and regulations drafted by Mr. De Vinne for the operation of the De Vinne Press. Douglas C. McMurtrie, who is responsible for this reprint, has written an introduction. He says: "This handbook is not listed in any bibliographies of Mr. De Vinne's writings. It is not in the library of the Grolier Club, to which he presented copies of all of his publications. Nor is it in the New York Public Library. The Typographic Library and Museum only acquired their copy thirty years after it was originally issued. Manifestly it was not intended for the eyes of outsiders, but was addressed to members of his own staff exclusively. The only published reference to the manual which I have encountered was a reprint of a portion of the text in the columns of the *Art Age* under the title of "Printing Office Economics." A reading of its text will demonstrate that it should be ranked among the best of Mr. De Vinne's contributions on the practice of typography.

Auction Calendar

Wednesday afternoon, May 4th, at 2 o'clock. Autograph letters and documents including the collection of the late Elkanah Watson, author of "Men and Times of the Revolution," and his son, Winslow Cossoul Watson. (No. 2166; Items 237.) The Anderson Galleries, 489 Park Ave., New York City.

Catalogs Received

Autographs. (No. 71; Items 1021.) Reginald Atkinson, 188, Peckham Rye, London, S.E. 22, England.
First editions, Americana, early English collected editions, sporting and color plate books, etc. (No. 18; Items 216.) 665 Fifth Ave., New York City.

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